



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Wednesday, March 5, 2009 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	April 2, 2009

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Larry Tims, New Castle County, Professional Member, Vice Chairperson
Barbara Mitchell, Sussex County, Public Member
Roger Truemper, Esquire, New Castle County, Public Member
Geri Parisi, New Castle County, Professional Member
Tim Riale, Sussex County, Professional Member
Linda Brannock, Kent County, Professional Member

MEMBERS ABSENT

Edward T. Hammond, Jr., Kent County, Professional Member
Frani Melda, Kent County, Professional Member
Susan Mills, Sussex County, Professional Member
Karen Hamilton, Sussex County, Professional Member

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

ALSO PRESENT

Camille Bridges, NCCBOR
Sandy Fader, KCAR

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:46 a.m.

Motion to Amend Agenda

Ms. Brannock made a motion, seconded by Ms. Parisi, to amend the agenda to add item 4.3.16, an instructor application from Christina Quinn. Motion unanimously carried.

REVIEW OF MINUTES

A motion was made by Mr. Tims, seconded by Ms. Mitchell, to approve the February 5, 2009 minutes as presented. Motion carried with Ms. Brannock abstaining.

UNFINISHED BUSINESS

Discussion Regarding Course Monitor Responsibilities

Ms. Slaughter presented the Committee with a final draft of proposed changes to section 8.0 of the Education Guidelines regarding monitor responsibilities. Mr. Tims made a motion, seconded by Mr. Truemper, to approve the draft as submitted. Motion unanimously carried. The draft will be forwarded to the Real Estate Commission for review at their next meeting.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

All Letters of Intent and course evaluations were accepted as submitted.

Review of Course Provider Applications

A motion was made by Mr. Truemper, seconded by Mr. Tims, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Course Provider: Sussex County Association of Realtors

Course Title:	Closing Techniques that Open the Door to Success	Approved
Credit Hours:	3	
Course Title:	Maximizing Your Strategies	Approved
Credit Hours:	3	
Course Title:	Communication: The Key to Selling	Approved
Credit Hours:	3	
Course Title:	Financing in a Tight Market	Approved
Credit Hours:	3	
Course Title:	Short Sales – Pitfalls & Practice Tips	Approved
Credit Hours:	3	
Course Title:	HERA – Housing & Economic Recovery Act 2008	Approved for 2hours
Credit Hours:	3	
Course Title:	Green Designation	Approved Contingent upon receipt of timed outline
Credit Hours:	9	

Course Provider: Delaware Association of REALTORS

Course Title:	GRI 501: Professional Development	Approved
Credit Hours:	15	

Course Provider: New Castle County Board of REALTORS

Course Title:	Environmental Issues & the Real Estate Transaction	Approved
Credit Hours:	3	
Course Title:	Reverse Mortgage & Reverse Purchase Basics	Approved
Credit Hours:	2	

Course Provider: 1031 Corp. / First American Exchange Company

Course Title:	Section 1031 Tax-Deferred Exchanges	Approved for Professional Enhancement not Legislative Update
Credit Hours:	3	

Course Provider: Association of Realtors School

Course Title:	Residential Elective – Green Designation	Approved
Credit Hours:	7	

Course Title: CRS 206 Technologies to Advance Your Business **Approved**
Credit Hours: 15
Course Provider: Sterling Education Services
Course Title: Commercial and Residential Evictions **Approved for 7 hours**
Credit Hours: 8

Review of Instructor Applications

A motion was made by Mr. Riale, seconded by Ms. Brannock, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Larry Tims **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker
Core Course/Professional Enhancement: Fair Housing Law/Real Estate
Ethics/Standard Forms/Environmental/Sales/Disclosure/Diversity/Listing/
Investment/Inspection/Valuation Risk Management/Multiple Offers/ GRI
201: Financial Fundamentals
Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics
Broker's Course: Brokerage (Sales Management)

Cristofer Scott Kidner **Approved**

Continuing Education: Legislative Update

Susan Haviland **Approved**

Continuing Education: Professional Enhancement: Reverse Mortgages for Real
Estate Professionals

Robert Andress **Approved**

Continuing Education: Professional Enhancement: Reverse Mortgage Lending
Guidelines

Margaret McDonnell **Approved for Professional Enhancement Only**

Continuing Education: ~~Legislative Update~~/Professional Enhancement: Section
1031 Tax Deferred Exchanges

Melanie McLane **Approved**

Continuing Education: Professional Enhancement: RSPS Resort and Second
Property Specialist/Green Designation Course core & Residential Elective/
SRES Seniors Real Estate Specialist/eBuyer REBAC elective ABR course
Broker's Course: Valuing Real Property/Financing/Ethics

Ruth King **Approved**

Continuing Education: Legislative Update/Professional Enhancement: Ethics
Broker's Course: Ethics

Warner Clark **Approved**

Continuing Education: Professional Enhancement: Basic Flood Insurance
Training

Suzanna Bramhall **Approved**

Continuing Education: Legislative Update/ Salesperson Core
Course/Professional Enhancement: Cultural Diversity/Expand Your
Market Go Global/Housing Issues: Home from Work/Employer Assisted
Housing/Ethics

William Schab **Approved**

Continuing Education: Professional Enhancement: Contract Law

James Newcomb **Approved**

Continuing Education: Professional Enhancement: Home Inspections/ Real
Estate Environmental Issues/Mold Inspections and Testing/Septic System
Inspections and Regulations

Richard Cross **Approved**

Continuing Education: Legislative Update/Agency Relationships and
Responsibilities/Property Management Courses/Professional
Enhancement: Commercial and Residential Evictions

Gary Seitz **Approved**

Continuing Education: Legislative Update/Professional Enhancement:

Commercial and Residential Evictions

Pre-Licensing Course: Real Estate Law

Broker's Course: Legal and Governmental Aspects of Real Estate

Ronald Smith **Approved**

Pre-Licensing Course: Real Estate Law

Broker's Course: Legal and Governmental Aspects of Real Estate

Carol Burns **Approved**

Continuing Education: Salesperson Core/ Professional Enhancement: Real
Estate ethics or Professional Standards/Agency Relationships &
Responsibilities

Pre-Licensing Course: Real Estate Sales)

Christina Quinn **Approved only for property management portions of the requested courses**

Continuing Education: Salesperson Core/Broker Core/DREC Property Management

Pre-Licensing: Real Estate Sales

Broker's Course: Brokerage (Sales Management)

Review Student Requests for Approval of Educational Activity

A motion was made by Mr. Truemper, seconded by Ms. Mitchell, to recommend to the Real Estate Commission approval and denial of the following items as noted below. Motion unanimously carried.

Student Name: Allison Bateman **Approved**

Activity Title: "Does it Pencil"

Credit Hours: 12

Student Name: Rick Monkman **Approved**

Activity Title: "Does it Pencil"

Credit Hours: 12

Student Name: Eliot Dalton Jr. **Approved**

Activity Title: CI 101: Financial Analysis for Commercial Investment Real Estate

Credit Hours: 30

Student Name: Darron Whitehead **Approved**

Activity Title: Introduction to Commercial Investment

Credit Hours: 1

Student Name: Pamela Witsil **Approved**

Activity Title: Nar's Green Designation Core Course

Credit Hours: 15

Correspondence

There was no correspondence.

Other Business Before the Committee (for discussion only)

There was no other business.

Public Comment

There was no public comment.

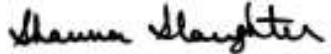
Next Scheduled Meeting

The next meeting will be held on Thursday, April 2, 2009 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Parisi made a motion, seconded by Ms. Brannock, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:42 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Shauna Slaughter". The signature is written in a cursive, flowing style.

Shauna Slaughter

Administrative Specialist II